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STATE OF MICHIGAN
DEPARTMENT OF INFORMATION TECHNOLOGY
LANSING



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TO: Users of EUCN Contract

FROM: Teri Takai, Director

SUBJECT: Michigan Master Computing Contract

The Michigan Master Computing Contract (MMCC) replaces the former End User Computing & Network (EUCN) Contract. The current EUCN contract expired February 8, 2004. EUCN provided a wide range of IT products, services, and training that relate to the State's desktop and network environment. There will be no extensions to that contract and the EDS training web catalog is no longer available.

Efforts to develop a replacement contract began last year with the issuance of a Request For Proposal. Competitive proposals were received and evaluated for the new MMCC. EDS was the low bidder for 3 of the 4 categories, and will serve as the primary provider of IT products and limited services available through this contract. The MMCC contract will offer greater savings and faster delivery times than did the EUCN contract. Low prices and faster service should result in greater customer satisfaction.

The portion of MMCC that remains incomplete at this time is in the area of IT training. The training portion of MMCC was awarded to a consortium of training providers led by Professional Technical Development, Inc. There will be a short lapse whereby training will not be available through MMCC, but that lapse is not expected to exceed 60 days. Department IT training needs should be addressed during the interim through the issuance of approved department purchase orders.

Some of the advantages and facts surrounding the new MMCC contract include:

- Hardware/software purchases are split from IT services to increase full and open competition. There is more opportunity for smaller vendors.
- The best proposal for price and technical solutions came from EDS, approximately \$3.5 million less than the next lowest competitor.
- This contract will save the State approximately \$10 million over the next three years as compared to the former EUCN contract prices.

- A joint evaluation committee consisting of nine state employees from DMB, Civil Service and DIT completed the evaluations and made the award recommendations.
- The award process also sought input from local governments regarding their IT needs in order to build a program that offered enough flexibility that they could purchase off the contract as well.
- Proposals were solicited from 15 vendors and the solicitation was posted from September 2 to October 23, 2003. Seven vendors bid on the MMCC contract.
- Although dependent on State usage and needs, the contract is valued at approximately \$19 million per year.
- MMCC award covers hardware/software and represents the third component of the IT contract restructuring. The other components include:
 - The Master Vendor Program (MVP) covers services, such as consulting, and allows some 20+ vendors the opportunity to competitively bid IT services work.
 - The Short Term Augmentation Resources for Technology (or START) program covers a full range of IT staff augmentation needs and includes some 140 vendors.

Questions about the MMCC contract can be directed to the Office of Contracts and Procurement Services within DIT at (517) 335-5046.